



# Strategic Procurement & Supply Management Leadership

1 – 5 March 2027  
Frankfurt



## Strategic Procurement & Supply Management Leadership

**Ref:** 103600546\_105768 **Date:** 1 – 5 March 2027 **Location:** Frankfurt **Fees:** 5700 Euro

### Overview

Operational purchasing environments often struggle with supplier misalignment, fragmented spend data, and reactive order handling. The Strategic Procurement & Supply Management Leadership course equips front-line and mid-level supervisors with structured methodologies to align purchasing activities with broad organizational goals. Participants master category segmentation, total cost of ownership analysis, supplier relationship management, and risk mitigation strategies to convert transactional buying into measurable commercial value. This course is delivered by Agile Leaders Training Center.

### Who Should Attend

- Procurement supervisors and supply management leaders seeking to move from tactical buying to strategic category execution.
- Supply chain team leaders coordinating supplier evaluation, contract compliance, and vendor performance monitoring.
- Purchasing officers and senior buyers preparing to step into supervisory responsibilities and cross-functional leadership.
- Contract and vendor management supervisors managing commercial agreements and supplier scorecards.
- Operations supervisors directing inbound sourcing activities and departmental material requirements.

### Departments and Industries

This program supports professionals steering sourcing initiatives across diverse operational environments.

- Procurement and Purchasing Departments in Manufacturing and Industrial Operations
- Supply Chain and Logistics Units in Oil, Gas, and Energy Operations
- Vendor and Contract Management Divisions in Construction and Infrastructure
- Materials and Sourcing Groups in Healthcare and Pharmaceuticals
- Finance, Cost Control, and Purchasing Teams in Public Sector Organizations

### Learning Objectives

By the end of this course, participants will be able to:



- Align strategic procurement processes with corporate financial and operational goals.
- Conduct spend analysis and apply total cost of ownership models to procurement decisions.
- Build structured supplier relationship management frameworks to monitor vendor performance.
- Execute multi-step strategic sourcing plans using market intelligence and supplier evaluation criteria.
- Mitigate supply chain vulnerabilities through systematic risk assessment and ethical sourcing policies.
- Establish measurable procurement key performance indicators to track productivity and savings.
- Lead procurement teams through change initiatives and cross-functional stakeholder collaboration.

## **Course Agenda**

### **Day 1: Strategic Procurement Foundations & Business Alignment**

- Transitioning from transactional purchasing to strategic procurement leadership
- Strategic procurement integration within corporate supply chain frameworks
- Procurement lifecycle governance and operational workflow sequencing
- Supervisory roles and core competencies in modern supply management
- Category management fundamentals and portfolio segmentation approaches
- Aligning purchasing objectives with broader organizational value drivers

### **Day 2: Strategic Sourcing & Supplier Relationship Management**

- Strategic sourcing methodologies and internal demand profile assessment
- Supplier market intelligence gathering and commercial capability screening
- Objective supplier evaluation criteria and balanced scorecard creation
- Supplier relationship management tiers and partnership development models
- Contract administration standards and tactical commercial negotiation tools
- Supervisory decision frameworks for vendor selection and award decisions

### **Day 3: Cost Management & Procurement Performance Optimization**

- Total cost of ownership calculations and acquisition cost modeling
- Value engineering practices and systematic cost reduction methodologies
- Spend categorization techniques and procurement data analytics
- Procurement key performance indicators and departmental performance dashboards
- Budget allocation oversight and the financial impact of purchasing decisions
- Aligning category cost targets with overarching supply chain deliverables

### **Day 4: Risk Management, Sustainability & Digital Procurement**

- Supply disruption identification and structured risk evaluation matrices
- Supplier risk mitigation planning and dual-sourcing contingency design
- Sustainable procurement standards and environmental social governance factors
- Ethical sourcing compliance, anti-bribery policies, and operational transparency
- Digital procurement tools, workflow automation, and enterprise integration
- Supply chain resilience planning during market instability and supply shocks



## **Day 5: Leadership, Strategy & Procurement Excellence**

- Supervisory leadership styles and procurement team performance management
- Managing organizational change during procurement operating model transitions
- Long-term strategic procurement planning and execution roadmaps
- Cross-functional stakeholder engagement and internal alignment strategies
- Continuous improvement initiatives and operational waste elimination
- Establishing sustainable procurement excellence frameworks across teams

### **Practical Exercises**

Participants complete applied supervisory exercises to address operational procurement challenges.

- Design a category segmentation matrix classifying enterprise spend into strategic quadrants.
- Construct a supplier performance scorecard incorporating quality, lead time, and service metrics.
- Perform a total cost of ownership calculation comparing competing vendor proposals.
- Develop a supply chain risk register and contingency plan for critical raw material shortages.

### **FAQs**

#### **What specific qualifications or prerequisites are needed for participants before enrolling in the course?**

Basic experience in procurement, purchasing, or supply chain roles is recommended. Familiarity with supplier management or contract processes is beneficial but not required.

#### **How long is each day's session, and is there a total number of hours required for the entire course?**

Each day's session is structured to last around 4 to 5 hours, including practical exercises and discussions. The total course duration spans five days, providing approximately 20 to 25 hours of direct instruction.

#### **What is the key difference between strategic procurement and operational purchasing?**

Strategic procurement focuses on long-term value creation, supplier collaboration, risk reduction, and alignment with corporate strategy, whereas operational purchasing concentrates on day-to-day transactional execution, such as purchase order processing and expediting deliveries.



## Conclusion

Supervisors conclude this course with the analytical rigor and leadership techniques required to elevate corporate procurement functions. By mastering strategic sourcing, total cost analysis, and vendor collaboration, participants transform daily purchasing workflows into enduring operational and commercial advantages for their organizations.